

BPEN82MA

R. J. REYNOLDS TOBACCO COMPANY
BUSINESS PLANNING AND EXECUTION
PROMOTION SUMMARY REPORTPROMOTION : 800219 DORAL CONV/GAS-B1G1F - APRIL
DRIVE PERIOD: 80400PAGE: 1
DATE: 98-01-29
TIME: 12:03 PM

	NO OF ACCOUNTS	SKUS	TOTAL OFFERS	ALLOCATION CASES	ALLOCATION OFFERS
16XXXX 16 BUFFALO REGION				576	86,400
VAP					
CHAIN	2,041	1,979	39,580		
INDEPENDENTS	1,602	2,021	40,420		
VAP TOTAL	3,643	4,000	80,000		
NON-VAP					
CHAIN	97	103	2,060		
INDEPENDENTS	152				
NON-VAP TOTAL	249	103	2,060		
TOTAL CHAINS	2,138	2,082	41,640		
TOTAL INDEPENDENTS	1,754	2,021	40,420		
TOTAL ACCOUNTS	3,892	4,103	82,060		
				TOT COMMITTED:	82,060
				TOT REMAINING:	4,340

Remove
Pharmor

(2) to
Stewarts

Lori
As in 10

~~MA~~ ~~CE~~

M. McGovern has not provided
allocations to RC #1710 as of 2/4/98.

Deadline is 2/6/98 for Region updates!

Cancel
all Pharmor

51861 0790

M. McGovern has not provided allocations to PC #1710 as of 2/4/98. Headline is 2/6/98 for Region updates!

~~RE~~ ~~W~~

To Stewart

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TOTAL REMAINING:		82,060		

16XXXXX 16 BUFFALO REGION

R. J. REYNOLDS TOBACCO COMPANY
 BUSINESS PLANNING AND EXECUTION
 PROMOTION : 800219 DORAL CONV/GAS-BIGLF - APRIL , PROMOTION SUMMARY REPORT
 DRIVE PERIOD: 80400

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R. J. REYNOLDS TOBACCO COMPANY
BUSINESS PLANNING AND EXECUTION
PROMOTION SUMMARY REPORTPAGE: 1
DATE: 98-01-26
TIME: 10:11 AMPROMOTION : 800219 DORAL CONV/GAS-B1G1F - APRIL
DRIVE PERIOD: 80400

	NO OF ACCOUNTS	SKUS	TOTAL OFFERS	ALLOCATION CASES	ALLOCATION OFFERS
16XXXX 16 BUFFALO REGION				576	86,400
VAP					
CHAIN	1,766	2,121	42,420		
INDEPENDENTS	1,558	2,400	48,000		
VAP TOTAL	3,324	4,521	90,420		
NON-VAP					
CHAIN	94	103	2,060		
INDEPENDENTS	157	201	4,020		
NON-VAP TOTAL	251	304	6,080		
TOTAL CHAINS	1,860	2,224	44,480		
TOTAL INDEPENDENTS	1,715	2,601	52,020	TOT COMMITTED:	96,500
TOTAL ACCOUNTS	3,575	4,825	96,500	TOT REMAINING:	10,100-

51861 0792